**eLearning Solutions**

## # SAP SD ( Sales and Destribution ) Module Training Syllabus

### Introduction

1.1 **ERP Business Scenario.**

1.2 **ERP Products**

1.3 **Job opportunities for SAP professionals**

1.4 **SAP Functional Modules.**

1.5 **SAP Easy Access and IMG.**

1.6 **SD – MM – PP – FICO Integration areas.**

1.7 **ASAP Methodology.**

1.8 **System Landscape.**

1.9 **BPR (Business Process Re-Engineering)**

### Enterprise Structure

2.1 **Client, Company, Company code, Credit Control Area, Business Area.**

2.2 **Sales Organization, Distribution Channel, Division –Sales Area.**

2.3 **Sales Office, Sales group, Sales Person**

2.4 **Plant, Storage Location, Lean Warehouse Management**

2.5 **Shipping Point, Loading Point, Transportation Planning Point.**

2.6 **Unloading Point, Receiving Point, Department.**

### Master Data

3.1 **Customer Master Data.**

3.2 **Material Master Data.**

3.3 **Customer Material Information Record.**

3.4 **Partner Determination**

3.5 **Account Groups**

3.6 **BOMS (Bills of Materials: Single and Multiple-Level)**

3.7 **Common Distribution Channels/Common Divisions.**

### Sales Documents

4.1 **Inquiry**

4.2 **Quotation**

4.3 **Standard Order**

4.4 **Delivery**

4.5 **Billing**

4.6 **Incoming Payments.**

### Special Sales Processes

5.1 **Cash Sales.**

5.2 **Rush Order.**

5.3 **Free Of Charge Deliveries.**

5.4 **Free Of Charge Subsequent Deliveries.**

5.5 **Third Party Order.**

5.6 **Individual Purchase Order.**

5.7 **Contracts**

5.8    **Scheduling Agreements.**

5.9    **Consignment Stock Process.**

5.10   **Inter – Company Sales Processing.**

5.11   **Returns.**

5.12   **Credit Memo/ Debit Memo.**

5.13   **Invoice Correction Request.**

5.14   **Condition Technique**

## Basic Functions

6.1   **Pricing with Scales**

6.2   **Free Goods (Inclusive & Exclusive types)**

6.3   **Material Determination.**

6.4   **Material Listing /Exclusion.**

6.5   **Dynamic Product Proposal.**

6.6   **Revenue Account Determination.**

6.7   **Output Determination.**

6.8   **TEXT Determination**

## Availability Check & Credit Management

7.1   **Delivery Scheduling**

7.2   **Availability Check.**

7.3   **Transfer of Requirements.**

7.4   **Credit Management**

7.5   **Rebate Processing**

7.6   **Copy Controls**

7.7   **ALE/IDOCS**

7.8   **Variant Configuration**

## Special Business Process

8.1   **Order To Cash**

8.2   **Consignment Sales**

8.3   **Third Party Sales**

8.4   **Individual Purchase Order**

8.5   **Make To Order**

8.6   **Stock Transport Order**

8.7   **Inter Company STO**

8.8   **Inter Company Sales & Billing**

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